

# Guidelines for Producing & Selling Malting Barley

## MALTING SPECIFICATIONS

- Vigorous even germination
- Free of storage insects – storage molds
- Pure variety
- High plump percentage
- Low thin percentage
- Desirable protein range: 8.5%-13%
- Low percentage of skinned and broken
- Free of disease

## DEVELOP A MARKETING PLAN

Determine demand/variety

- Contact brewers/maltsters
- Contact local elevators
- Understand details
  - Price
  - Specifications
  - Delivery and acceptance terms
  - Discounts
  - Storage requirements

## CONTRACT VS. OPEN MARKET

Contracts

- Flat Price
- Premium over feed barley with or without floor
  - Average time period
  - Seller determines sale date
- Premium over corn
  - Seller determines sale date

Open Market

- Seller determines price

## MALTING VARIETIES

2-row malting varieties

- B1202
- Garnet
- Herrington
- Merit
- Moravian 37

6-row malting varieties

- Excel
- Foster
- Legac
- Morex
- Robust
- Stander

## PRODUCING THE CROP-SEEDING

Ground preparation

- Eliminate volunteer grains
  - Mechanical
  - Chemical
- Firm seed bed plant into moisture

Certified seed helps ensure purity

- Irrigated seeding rate 80# to 110# per acre
- Dryland seeding rate 40# to 60# per acre

Treat seed to control disease

- Loose smut
- Covered smut
- Seed decay

## PRODUCING THE CROP –FERTILIZING

Nitrogen impacts protein

- Too much N is too much protein
- Soil test
- Available nitrogen = carryover + applied
  - Irrigated 120# N available
    - Row crops 0-60 pounds
    - Cereal crops 60-120 pounds
  - Dryland 60# N available
    - Fallow 0-20 pounds
    - Recrop 20-60 pounds

## PRODUCING THE CROP – MANAGEMENT

Apply herbicides sensibly – as needed according to label

Cerone (or generic plant growth regulator) if necessary – some varieties are sensitive, so check with fieldman

Do not use any desiccant such as

RoundUp to mature crop

Irrigate wisely

- If necessary to irrigate early, prior to late tiller, a light irrigation is best.
- Maintain 50% available soil moisture to early boot.
- Maintain 65% available soil moisture through soft dough
- Medium textured soils with 65% available soil moisture throughout soil profile should not require further irrigation

## PRODUCING THE CROP – HARVESTING

Prepare for harvest

- Swath in a timely manner.
- Clean harvest equipment
  - Combine
  - Trucks
  - Augers
  - Bins

Harvest your investment wisely

- Cylinder speed and too much return are the biggest negative factors in skinned and broken barley.
- High moisture (over 13%) can lead to unnecessary risk
  - Germination risk
  - Insect risk

## STORING YOUR INVESTMENT

Clean up

- Bins
- Handling equipment
- Surrounding area

Spray with insecticide Reldan or Tempo

- Bins
- Handling equipment
- Surrounding area

Aerate grain

- Initial cool down
- Periodic aeration

Don'ts

- Don't store wet grain

## PROTECTING YOUR PRICE

Remember, all you have is feed barley until your malt barley is harvested, delivered and accepted.

Tools for your protection

- Crop insurance
- MPC1 with malt endorsement
- IP with malt endorsement
- RA with malt endorsement
- Hedging strategies

